



Press Release

15/1/2018

Trelleborg deal with Inometa raises flexo print quality bar

Flexo printers are set to reap the benefits of a major new agreement between Trelleborg and Inometa, in which each will sell specified products made by the other company from the beginning of 2018. Inometa specializes in the manufacture of carbon fiber cylinders and related products for high speed/demanding applications and this includes high end bridge adapters for flexo applications. Axcyl, part of Trelleborg's printing solutions operation, is a leading brand of flexo plate mounting sleeves and adapters for flexo presses.

Damien Leterrier, Axcyl Sales and Application Manager, says: "The fit of the products and the timing of the deal are both perfect. Trelleborg is a pioneer in the field of flexo plate mounting sleeves, while Inometa is a pioneer in advanced carbon fiber bridge sleeves that have been developed for the most demanding, high output flexo press applications.

"Trelleborg will add to its flexo Axcyl range Inometa's INOflex pneumatic and hydraulic adapters, which are fully endorsed by the main flexo press manufacturers. This is a huge achievement as the standards and criteria that have to be met are extremely high and precise. With these Inometa products within the flexo Axcyl range, we will be able to supply a combination of sleeve and adapter that meets any particular flexo press requirements. In addition, we will have access to spares for hydraulic carbon fiber adapters, allowing us to provide maintenance and service in this area of technology for the first time."

Christof Schotten, General Manager of Inometa, says: "Trelleborg has a long history of providing cutting-edge products to the printing industry and we obviously knew of its reputation in the marketplace. It also has a well established network of distributors around the world. Inometa has an excellent working relationship with flexo press manufacturers and this deal expands significantly the sales channels for our high-end adaptors to end users. The two companies have complementary products and strengths and this arrangement creates some very exciting opportunities for us and the flexo industry as a whole.



“Inometa has strong sales presence in Germany which, as the biggest flexo market in Europe, is obviously very important. We will now be able to offer Trelleborg’s Axcyl plate mounting sleeve technology direct to end users with an initial focus in Germany. The sleeves that we will sell have been tailored by Trelleborg to guarantee the optimum performance on the press when used with Inometa adaptors. The ‘flexo quality bar’ has just been raised even higher!”

Although the deal between the companies is a global one, the roll-out of the newly combined lines will initially be focused on specific countries, so that the strengths of existing sales channels can be utilized in the most effective way. Each company will handle sales, installation and training of the range they sell and cross-training of technical personnel has already been intense.

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For more information or high-resolution images, please contact:

Alessandra Bungaro
Communications Manager - Trelleborg Printing Solutions
Telephone: +39 (0)371 406227
Email: Alessandra.Bungaro@trelleborg.com

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Profile of the Trelleborg group and Trelleborg’s printing solutions operation:

Trelleborg’s printing solutions operations, part of Trelleborg Coated Systems, offers first class solutions for the printing industry with worldwide recognized brands, such as Vulcan®, Rollin®, Printec®, Sava and Axcyl. Its solutions are leading edge in the offset and flexo printing markets for a variety of applications including newspapers, magazines, catalogs, business forms, labels, metal decorating and packaging. www.trelleborg.com/printing

Trelleborg is a world leader in engineered polymer solutions that seal, damp and protect critical applications in demanding environments. Its innovative solutions accelerate performance for customers in a sustainable way. The Trelleborg Group has annual sales of SEK 31 billion (EUR 3.23 billion, USD 3.60 billion) and operations in about 50 countries. The Group comprises five business areas: Trelleborg Coated Systems, Trelleborg Industrial Solutions, Trelleborg Offshore & Construction, Trelleborg Sealing Solutions and Trelleborg Wheel Systems. The Trelleborg share has been listed on the Stock Exchange since 1964 and is listed on Nasdaq Stockholm, Large Cap. www.trelleborg.com